

WYOMING LENDER ALERT

Wyoming District Office
100 E. "B" St. Rm 4001
P.O. Box 44001
Casper, WY 82602-5013
Tele: 307 261-6500
<http://www.sba.gov/wy>

February 2009

U.S. Small Business

Administration

Wyoming District Office
100 E. "B" St., Room 4001
P.O. Box 44001
Casper, Wyoming 82602- 5013
Phone: 307 261-6500
FAX: 307 261-6535
Web Site:
<http://www.sba.gov/wy>

Steve Despain, District Director
(307) 261-6500
Steven.Despain@sba.gov

Bob Auflick, Dep. Dis. Director
(307) 261-6507
Robert.Auflick@sba.gov

District Office Staff:
Steve Lobdell, District Counsel
(307) 261-6503
Steven.Lobdell@sba.gov

Beth Hink, Bus. Dev. Spec.
(307) 261-6502
Elizabeth.Hink@sba.gov

Marilyn Coy, Adm. Support Asst.
(307) 261-6512
Marilyn.Coy@sba.gov

Sharon Nichols, Mrkg Asst & PIO
(307) 261-6508
Sharon.Nichols@sba.gov

Steve Parker, Bus. Dev. Spec.
(307) 261-6506
Stephen.Parker@sba.gov

Deb Farris, Bus. Dev. Spec.
(307) 261-6510
Debra.Farris@sba.gov

Dave Denke, Bus. Dev. Spec.
(307) 261-6523
David.Denke@sba.gov

Susan Rezanina, Bus. Dev. Spec.
(307) 261-6520
Susan.Rezanina@sba.gov



Your Small Business Resource

WYOMING ECONOMIC DEVELOPMENT ASSOCIATION

MISSION: "PROVIDE LEADERSHIP AND SUPPORT TO FOSTER ECONOMIC DEVELOPMENT IN WYOMING"

Bankers need to know what is going on in economic development in the local community and state-wide...what better way to find out than becoming involved with WEDA. WEDA looks at the whole picture within the community, not just one facet. An important part of its mission is to assist local economic development organizations in diversification which helps broaden the state's economy. WEDA is a non-profit professional association representing economic development members and organizations along with thousands of Wyoming small businesses who support it through their local groups. Members benefit

with necessary tools used to create, retain and expand jobs, attract businesses and develop a skilled workforce. It offers scholarships for professional development, training conferences, newsletters and publications, a reference library, list serves, networking opportunities, a website and lobbying efforts.

The community needs to provide strong bases to further business development, economic development and job opportunities for:

- ✓ Strong leaders to grow the community in the right direction;
- ✓ Good schools, shopping, restaurants, health care, recreation facilities, churches and cultural

events;

- ✓ Workforce development to grow the community;
- ✓ Planning for future developments such as roads, water, sewer, power and telecommunications;
- ✓ Sources to help grow existing businesses;
- ✓ Recognition that encourages and helps new business to start-up and grow, such as SBA's Small Business Person and Champions of the year awards;
- ✓ Attracting new businesses to come in.

To know more, contact WEDA at 307 332-5546, email: info@wyomingeda.org or check their website at: <http://www.wyomingeda.org>

READY TALK TRAINING SESSION FOR SBA PARTICIPATING LENDERS

Also, another "you don't want to miss" opportunity is being offered on Tuesday, February 3rd from 9:00 – 11:00 a.m. (MST). The February topic is 1502 reporting. For this session it is important that you include the folks who actually are responsible for submitting your 1502 Reports on this call. Christopher Anthony of Colson Services will actually get down to the basics of SBA 1502 Reporting. He will begin from scratch and cover the 1502 template that is used for your reporting submissions and go

through each field on the template to instruct you on what information needs to be reported. He will take you on a tour of the Colson website and provide you with all the tools necessary to ensure your forms and fees are submitted on time and accurately. We may have to offer another Colson call to provide detailed secondary market reporting information.

I think you will find this session very informative and hope you'll mark your calendars and be sure to attend. The call in information is below. Please note

the call is Mountain Standard Time. There are 100 conference lines available – if you have more than one person participating from your location, we ask that you call in on one line to ensure we have enough lines for everyone.

ReadyTalk Call Information:

Toll free: 866.740.1260
and enter access code
3088501

To log onto the internet portion, go to:

<http://www.readytalk.com>
and click on "Join a conference", then enter access code 3088501.

OFFICE OF THE OMBUDSMAN IS AVAILABLE TO ASSIST AMERICA'S SMALL BUSINESSES WITH FEDERAL REGULATORY ENFORCEMENT ACTIONS

When America's small businesses face unfair or excessive federal regulatory enforcement actions, the Office of the National Ombudsman at the U.S. Small Business Administration is available to ensure fairness in the enforcement process.

Created by Congress through the Small Business Regulatory Enforcement Fairness Act, the Office of the National Ombudsman's primary function is to work with small businesses and federal agencies to ensure that regulatory or compliance actions are handled and enforced fairly by all federal agencies. The National Ombudsman is empowered to receive, substantiate, and report to Congress complaints and comments from small business owners regarding regulatory enforcement actions taken against small

businesses by federal agencies.

"The National Ombudsman helps small businesses navigate the seas of federal regulatory enforcement. With a strengthening regulatory paradigm, it is essential that regulatory enforcement be effective, and not excessive," former National Ombudsman and Assistant Administrator for Regulatory Enforcement Fairness Nicholas N. Owens said. "The National Ombudsman's focus will continue to enhance transparency for small businesses served, and strengthen the relationship between the small business community and the government."

It is the primary mission of the Office of the National Ombudsman to assist small businesses when they experience excessive or unfair federal regulatory enforcement actions, such

as repetitive audits or investigations, excessive fines, penalties, threats, retaliation or other unfair enforcement action by a federal agency.

Also, the National Ombudsman's office works with 10 regional fairness boards whose membership is comprised of 50 small business owners from across the country. The ONO works closely with more than 35 federal regulatory agencies to resolve complaints about excessive enforcement of federal regulations brought to the attention of the National Ombudsman during hearings and roundtables held in cities nationwide.

Additional information about the Office of the National Ombudsman is available at:

www.sba.gov/ombudsman

The National Ombudsman helps small businesses navigate the seas of federal regulatory enforcement

WYOMING VETERAN'S BENEFITS BOOKLET

Do you know someone that has had difficulty getting information as a Veteran? Finally, a booklet is available of services for Wyoming Veterans!

There is information on:

- disability compensation;
- chronic conditions from military service;
- guaranteed home loan program;
- help offered by the U.S.

Small Business Administration, SCORE, Wyoming Small Business Development Center, GRO-Biz;

- educational benefits;
- free care from the VA Medical Center;
- counseling; surgery; vocational rehabilitation; prescriptions; transition assistance;
- employment services;

- assistance for homeless veterans;
- burial plots;
- hunting and fishing privileges;
- or real estate tax credits?

There is now a booklet available for Wyoming Veterans. It is a pocket-size, laminated, ring-bound booklet which will be easy to use and have with you at all times.

Wyoming Veterans have served our country and should check into the benefits that may be avail-

able for them. For more information, please contact the Wyoming Veterans Commission at 307 265-

7372. Free copies of this Benefits Booklet will be made available at Veterans service providers around the state.

GOVERNMENT PROCUREMENT OPPORTUNITIES AT THE 2009 GRO-BIZ CONFERENCE

The 2009 GRO-Biz conference will be held February 18 & 19 in Cody, Wyoming, with U.S. Senator Mike Enzi co-hosting this event at the Holiday Inn. The conference offers businesses opportunities to:

- Market your products and services to federal and state government procurement representatives and prime contractors;
- Increase your knowledge about the government contracting process;
- Network with other vendors and small businesses from around the region;
- Learn about GSA E-Buy purchasing for government buyers;
- Understand the 8(a) application and process;
- Gain knowledge about the process to do business with the National Park Service, WY Army & Air Guard, NASA. They will speak about

Learn about the process to do business with the state of WY, WYDOT and UW;

- Attend several procurement workshops presented by experts in government contracting.

The United States government is the single largest consumer in the world, with over \$250 billion in annual purchases, not including state and local governments. Federal, state, and local governments are looking for timely delivery of quality products and services at reasonable prices, and small businesses need to have a fair chance to compete for those contracts. Federal purchasing offices are required by law to set aside contracts or portions of prime contracts for exclusive bidding by small or minority-owned firms. During the conference business owners will have a tremendous opportunity to meet with officials to talk

about products they buy and any special requirements they may have.

Registration is \$165/ additional person \$95.00/ network partners \$75. Room rate at the Holiday Inn is \$69.00 (ask for the GRO-Biz Conference room rate and use codes). Call 1-307-587-5555 to register at the WGB-ZYZ-Holiday or 1-307-587-5556 to register at the WGB-Comfort Inn. Please call before February 3, 2009 to guarantee conference rate. Registration includes breakfast and lunch both days.

For more information go to www.sba.gov/wy and click on the first item under "Spotlight" or call Debra Farris, SBA, at 307-261-6510 or register on-line at www.gro-biz.com.

*Market your products,
increase your knowledge,
network with other
vendors, learn about
GSA E-Buy,
understand the 8(a)
process and more*

CALENDAR OF EVENTS

Feb 2 Business Survival Day, SBDC & SBA
Feb 3 Ready Talk Training, 9:00am
Feb 3 Women's Roundtable, Newcastle
Feb 4 Women's Roundtable, Casper

Feb 5 Women's Roundtable, Laramie /Jackson
Feb 17 Lunch & Learn, Cody
Feb 18 Women's Roundtable, Wheatland

Feb 18-19 Procurement Conf, Cody
Feb 19 Lunch & Learn, Powell
Feb 24 How to Write a Business Plan
Feb 26 Women's roundtable, Worland